

**Industry Highlights**

- The fire and life safety market has experienced, and is expected to continue realizing, outsized growth. This growth can be attributed to increased building activities (both new structures requiring new systems and the repair/replacement of existing infrastructure and technologies and adoption of advancements in technologies to prevent, detect, and respond to fire and life safety related incidents. The industry outlook is supporting secular growth trends, while a \$10 billion+ market size provides opportunities for platforms to accelerate growth through M&A. Key focus areas for strategic and sponsor backed acquisitions continue to focus on additional service lines, new geographic regions, expanding technological capabilities, and regulatory drivers in the U.S.
- On October 14, 2022, Pye-Barker Fire & Safety on Thursday announced the additions of Survivor Fire & Safety Equipment and Total Fire & Safety Equipment, collectively known as Survivor Fire, to the Pye-Barker family of companies. Both Survivor Fire and Total Fire provide full-service fire and safety systems throughout New Jersey and eastern Pennsylvania.
- On October 6, 2022, Pye-Barker Fire & Safety announced its acquisition of Metro Fire & Safety Equipment in New Jersey. This addition strengthens Pye-Barker's footprint in the state and the surrounding areas. In recent months and through multiple acquisitions, Pye-Barker has become one of the largest fire and safety companies in the Northeast.
- On September 21, 2022, Sciens Building Solutions announced it added to its growing portfolio Maryland-based LS Systems. With four already-established Northeast locations, LS Systems increases Sciens' presence in this region, along with the Washington metropolitan area, allowing them to provide coverage and expanded capabilities to even more customers.
- On September 20, 2022, Littlejohn & Co., LLC, a private investment firm based in Greenwich, CT, announced that it made a significant growth investment in The Hiller Companies, a leading provider of fire and life safety services.
- On September 20, 2022, Core & Main, Inc., a leading specialized distributor of water, wastewater, storm drainage and fire protection products, and related services, entered into a definitive agreement to acquire substantially all of the assets of Distributors, Inc., a full-service distributor of fire protection products, based in Hawaii.
- On September 7, 2022, Pye-Barker Fire & Safety announced the acquisition of Integrated Security Group, a leading security and life safety provider in the Northeast. As part of Pye-Barker's growing alarms division, ISG helps the company expand its Northeast footprint to serve additional customers within the Connecticut and surrounding markets.
- On September 6, 2022, Jensen Hughes, a global leader in safety, security and risk-based engineering and consulting, announced its acquisition of Crossfire, a market leader in New Zealand in fire safety engineering and performance-based design engineering. The acquisition of Crossfire marks the company's first entry into the New Zealand market.

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- On September 6, 2022, Pye-Barker Fire & Safety announced its acquisition of Briscoe Protective in New York from Novidam Capital Partners. Briscoe Protective is the largest privately held security company in the NYC-Metro area and the 20th largest security organization in the United States. The deal enables Pye-Barker to expand its reach to New Yorkers from New York City to Long Island and Westchester.
- On September 2, 2022, Endeavor Fire Protection, a platform company of the investment firm Building Industry Partners, has acquired Allegiant Fire Protection. Endeavor is a market- leading contractor for a wide array of fire protection and safety needs.

**Ancillary Revenue Growth by Industry<sup>1</sup>**

	Fire & Smoke Alarm	Fire Extinguisher	Alarm Services	Automatic Sprinkler Systems
2015	\$977.00	\$1,228.20	\$23,381.00	\$389.00
2016	\$922.00	\$1,209.30	\$25,146.00	\$382.00
2017	\$987.00	\$1,206.60	\$26,170.00	\$375.00
2018	\$1,091.30	\$1,224.30	\$27,563.00	\$382.00
2019	\$1,075.00	\$1,227.90	\$28,955.00	\$387.00
2020	\$940.00	\$1,238.00	\$26,780.00	\$387.00

**Ancillary Revenue Outlook by Industry<sup>1</sup>**

	Fire & Smoke Alarm	Fire Extinguisher	Alarm Services	Automatic Sprinkler Systems
2021	\$968.00	\$1,255.00	\$27,285.00	\$394.00
2022	\$1,064.00	\$1,272.00	\$28,525.00	\$401.00
2023	\$1,099.00	\$1,289.00	\$29,689.00	\$408.00
2024	\$1,115.00	\$1,309.00	\$30,726.00	\$414.00
2025	\$1,135.00	\$1,307.00	\$31,711.00	\$421.00

<sup>1</sup> Revenue growth and outlook provided by IBISWorld

**Notable M&A Deals**



On August 24, 2022, Building Industry Partners, the leading building industry-focused private equity investment firm, has formed a new fire and life safety platform company concurrent with its acquisition of Valley Fire Protection Systems. Valley installs, services, and repairs fire suppression and plumbing systems throughout the Midwestern United States.



On August 11, 2022, Sciens Building Solutions acquired San Antonio, Texas-based Fire Alarm Control Systems, Inc. Fire Alarm Control Systems, Inc. was founded in 1995 as a small business, with operations in the San Antonio and South Texas areas, with a primary focus on the provision of fire alarm and voice communication systems for commercial, educational, and federal government facilities.